

FIG. 1

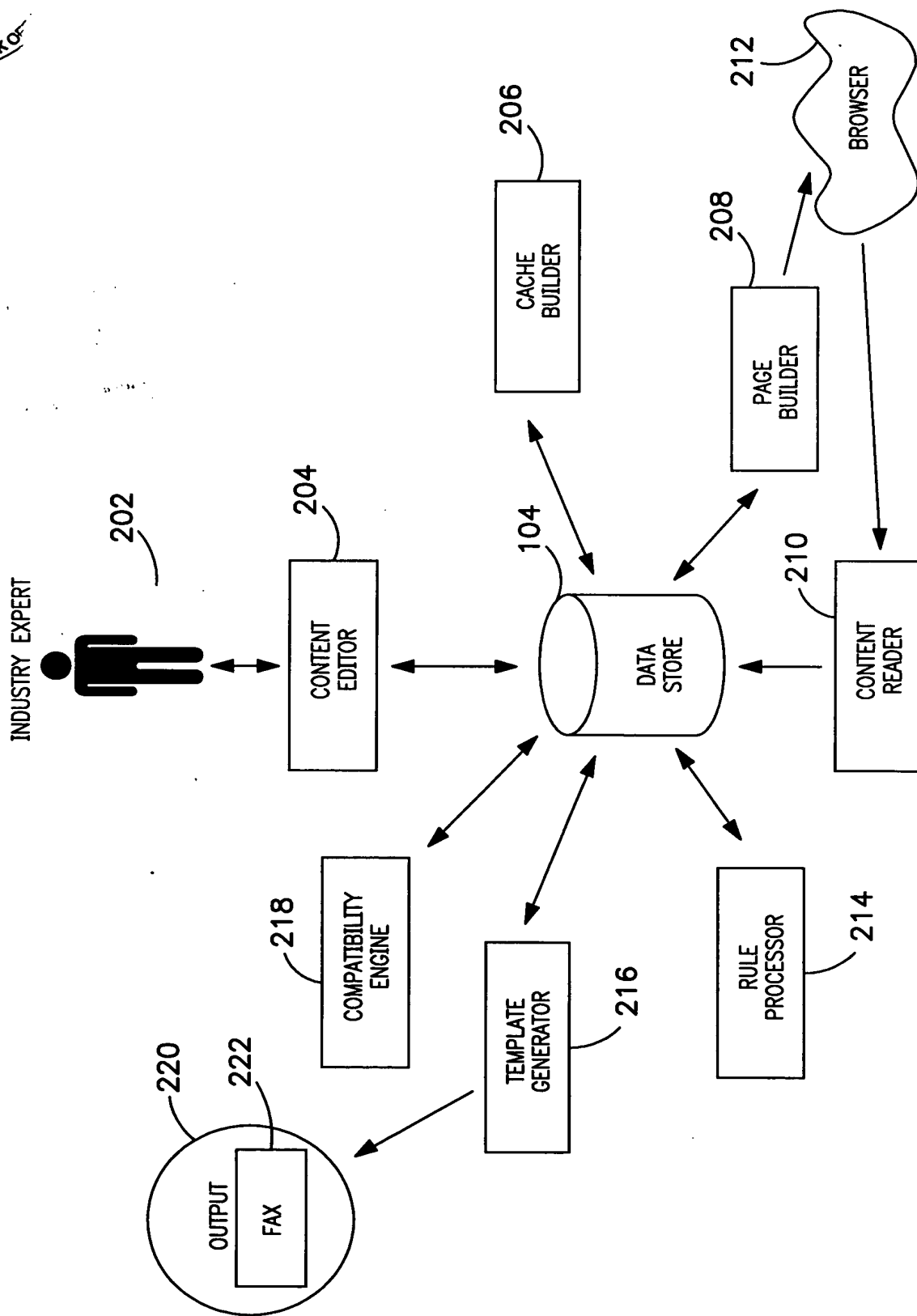
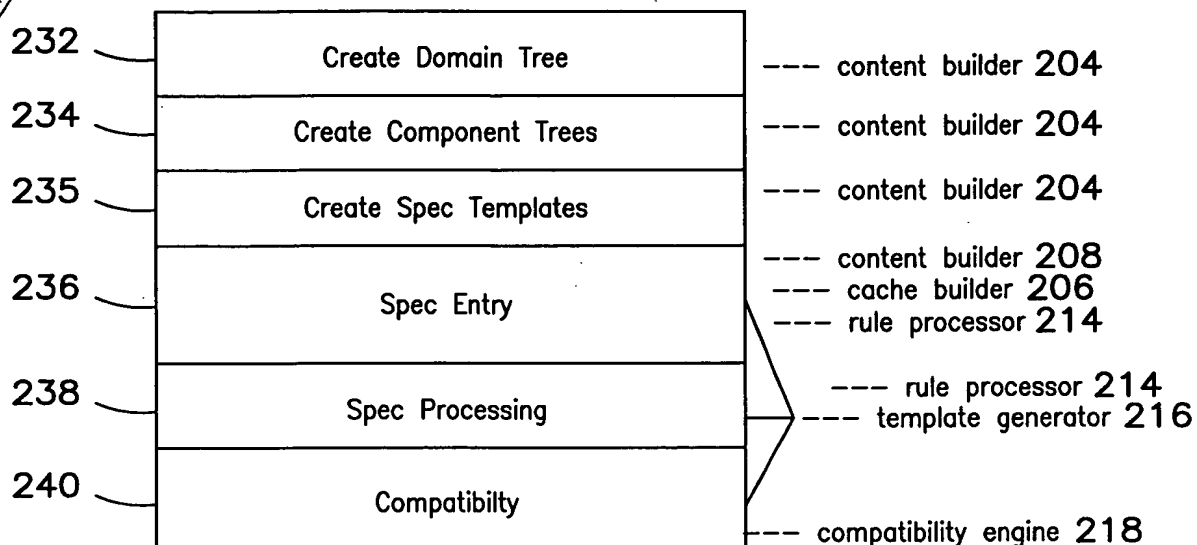
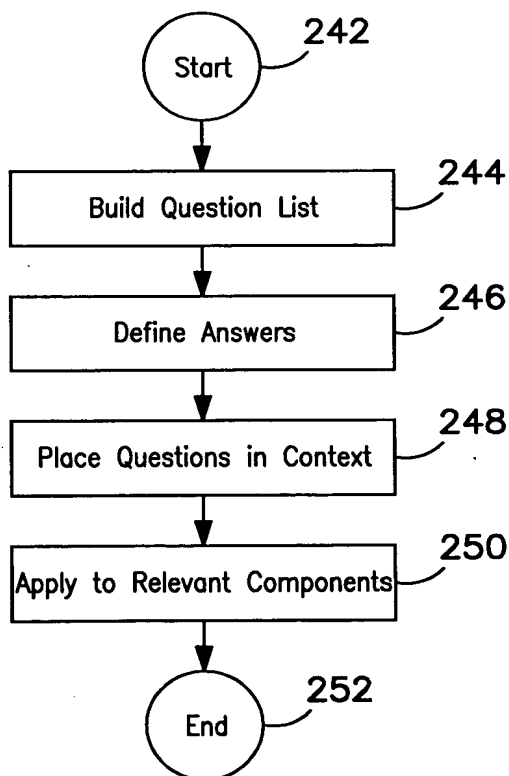


FIG. 2A



**FIG. 2B**



**FIG. 2C**

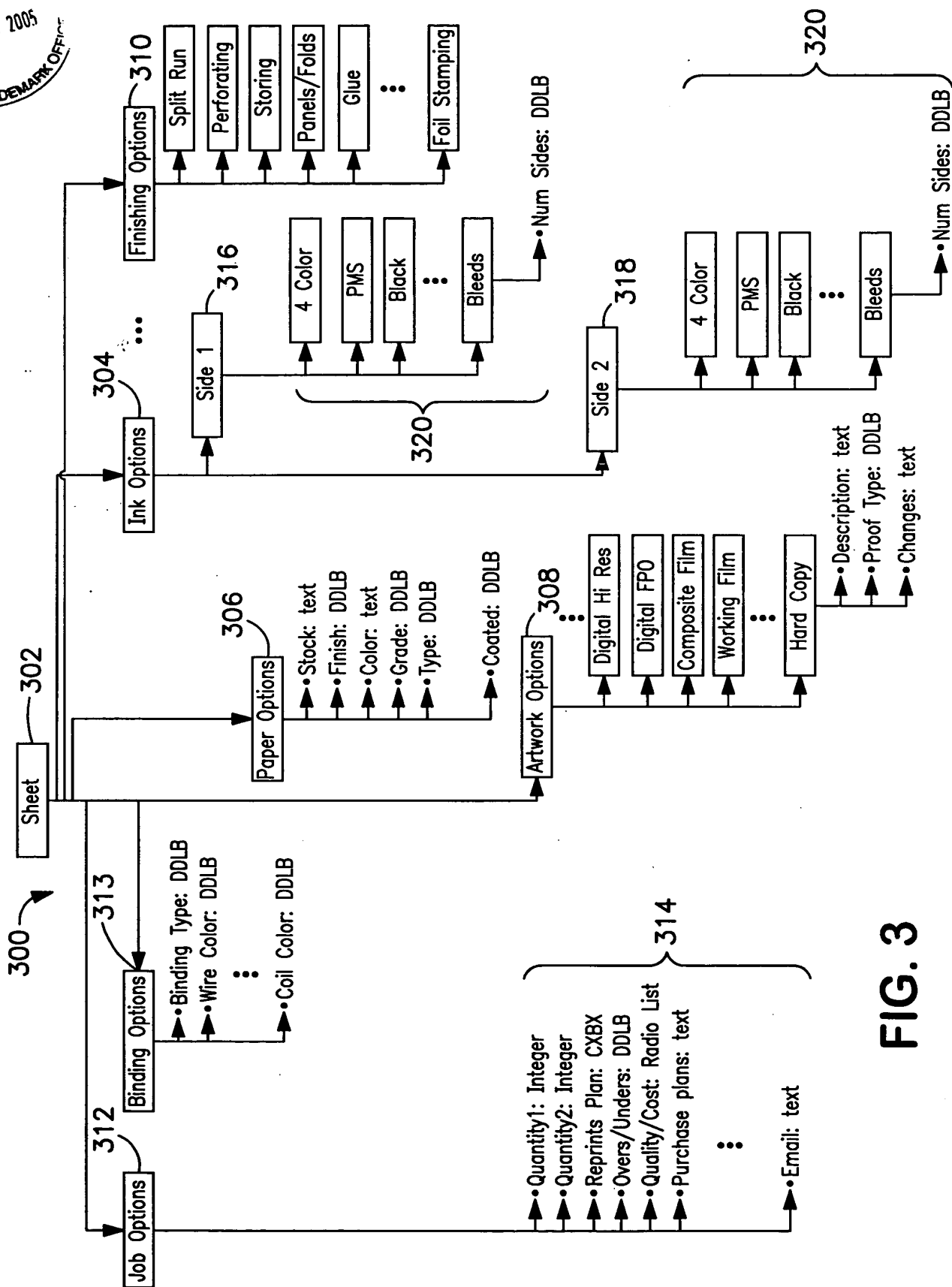


FIG. 3

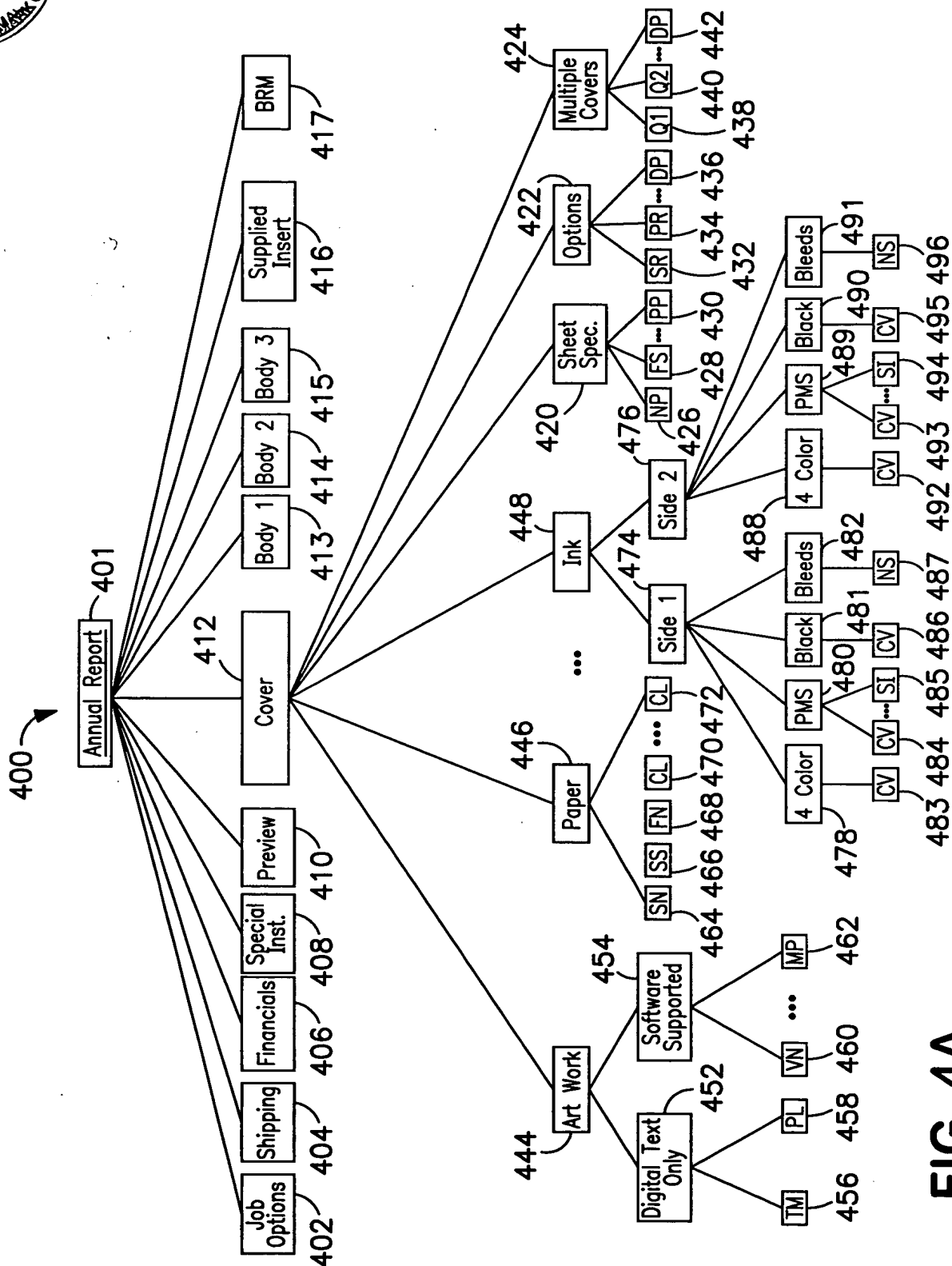
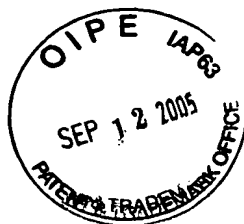


FIG. 4A



Spec Name:	Annual - Report		437
File Under:	Form Testing - DO NOT SUBMIT RFQs		
Start Date:		End Date:	
Limit Access:	<input type="checkbox"/>	Add to My Page:	<input type="radio"/> Yes <input checked="" type="radio"/> No
429 {	# of Bodies:	3	419
	# of Supplied Inserts:	1	421
	# of Dbl. Panel B/Cards Inserts:	0	423
	# of BRC/BRM Inserts:	1	425
	# of Single Panel B/Cards:	0	427
<input type="button" value="OK"/>		<input type="button" value="Cancel"/>	

\* Indicates Required Information

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FIG. 4B

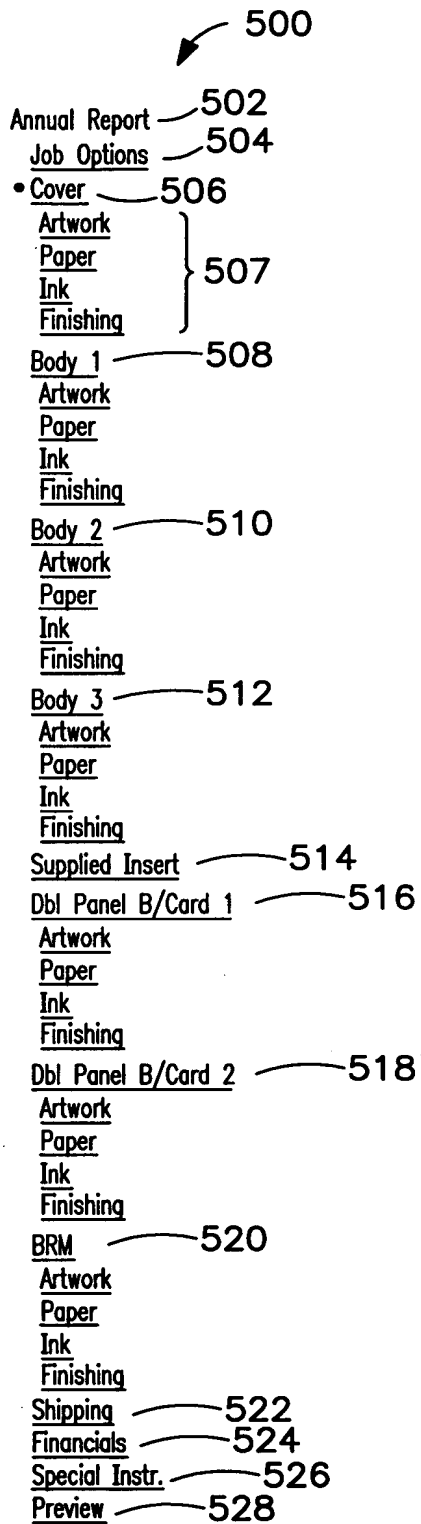


FIG. 5



600

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SmartSpec ID: 4064  
Annual Report - Cover - Paper

618

Stock Name (Optional):

Specialty Stock:

Finish: Select 612

Color:

Grade: Select

Weight/Caliper: Select

Type: Select

Coated: Select

602

604  
Annual Report

606  
Job Options

608  
Cover

611  
Artwork

612  
Paper

613  
Ink

610  
Body

614  
Finishing

Shipping

Financials

Special Instr.

Preview

Save / Continue

Save / Go To Project Mgmt

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FIG. 6





SmartSpec ID: 3991  
Annual Report - Cover } 702

704

Sheet Specs — 710

Number of Pages: 2 — 718

Finished Size: Vert 8.5 x 11 — 720

Custom Size:

Printing Method: Sheetfed Offset — 722

Pre-press Supplied: Digital Text Only — 722

Options — 712

- ☒ Split Run — 724
- ☐ Perforating — 726
- ☐ Scoring
- ☐ Panels/Folds
- ☐ Glue
- ☐ Pocket/Flaps
- ☐ Foil Stamping
- ☐ Embossing
- ☐ Die cutting
- ☒ Coating
- ☐ Drilling/Punching — 728

Multiple Covers — 714

Cover 1 Qty: — 730

Cover 2 Qty: — 732

Cover 3 Qty:

Cover 4 Qty:

Cover 5 Qty:

Cover 6 Qty:

Cover Description: — 734

Save / Continue      Save / Go To Project Mgmt

708

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FIG. 7



SmartSpec ID: 4064  
Annual Report - Cover - Art } 802

Digital/Text Only — 804

Transportation Media:

Platform:

} 808

Software Supported — 806

☐ Quark

810

Version #:

☐ PageMaker

Version #:

☐ FrameMaker

Version #:

☐ Photoshop

Version #:

☐ Illustrator

Version #:

☐ Freehand

Version #:

☐ Other Application

Name and Version #:

Output Size:

Other Output Size:

Proof Type:

Multiple Proofs Needed:

812

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FIG. 8



SmartSpec ID: 4064  
Annual Report - Cover - Paper } 902

Stock Name (Optional):

Specialty Stock:

Finish:  ▼

Color:

Grade:  ▼

Weight/Caliper  ▼

Type:  ▼

Coated:  ▼

904

906

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FIG. 9



SmartSpec ID: 4064  
Annual Report - Cover - Ink } 1002

Side 1 — 1004

4-color Process — 1008

☐ 4-Color Process } 1016

Coverage:

PMS — 1010

☐ PMS

Coverage:

Number of PMS Colors:

PMS Color:

PMS Color:

PMS Color:

PMS Color:

PMS Color:

PMS Color:

Specialty Links:

1018

Black — 1012

☐ Black

Coverage:

Bleeds — 1014

Number of Sides:  — 1022

1020

Side 2 — 1006

4-color Process

☐ 4-Color Process

Coverage:

PMS

☐ PMS

Coverage:

Number of Colors:

PMS Color:

PMS Color:

PMS Color:

PMS Color:

PMS Color:

PMS Color:

Specialty Inks:

Black

☐ Black

Coverage:

Bleeds

Number of Sides:

Save / Continue

Save / Go To Project Mgmt

FIG. 10

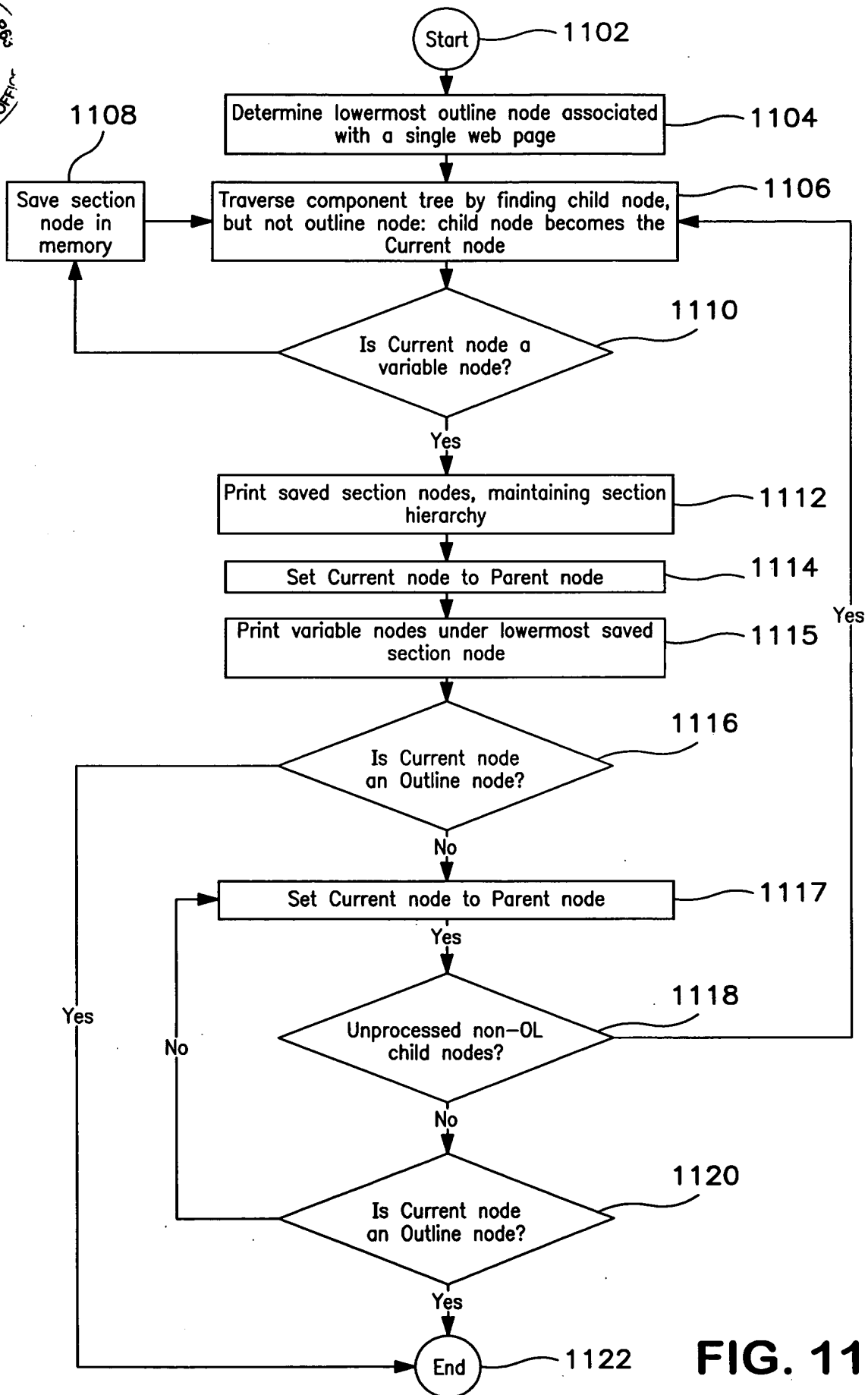


FIG. 11

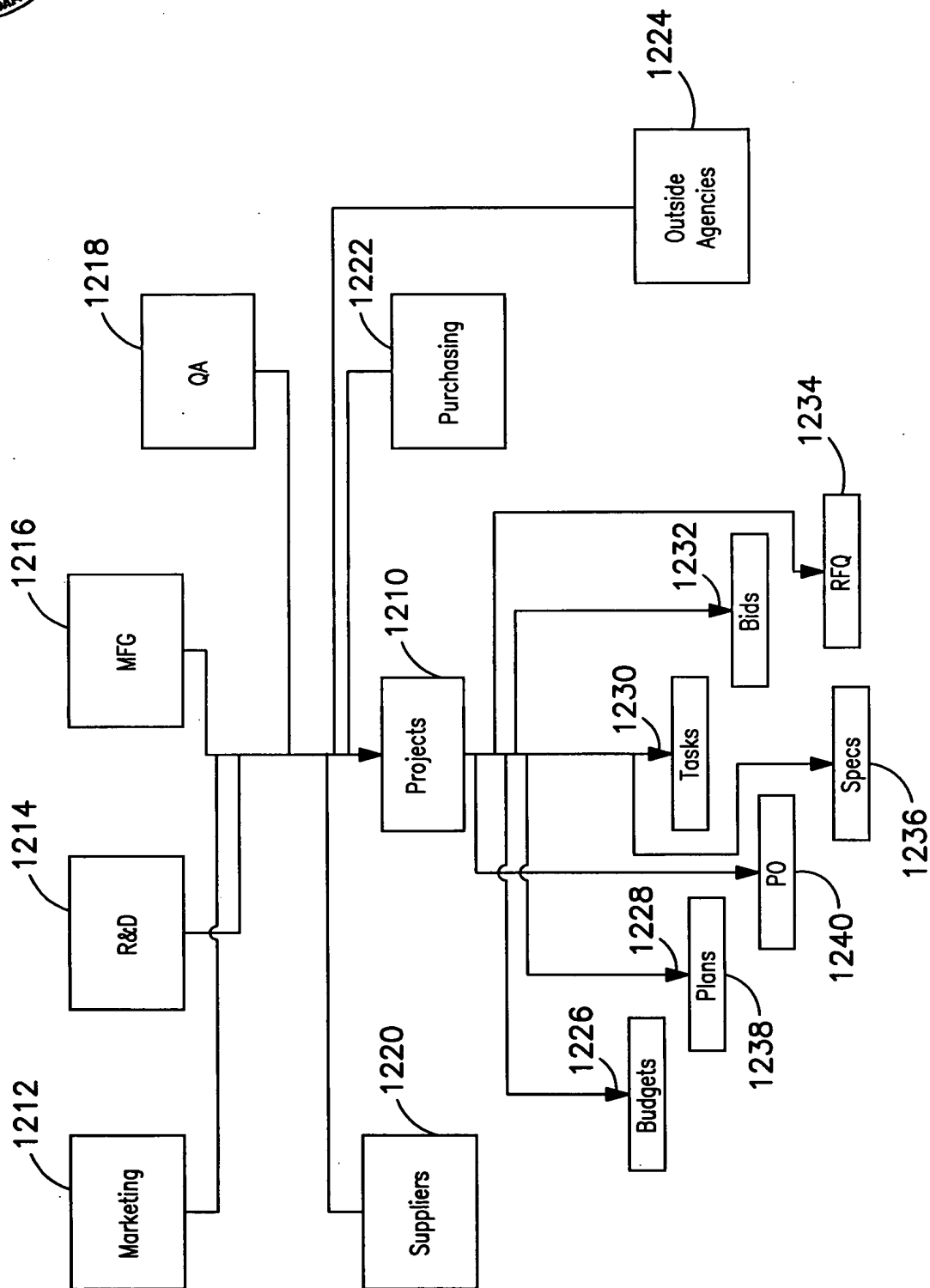


FIG. 12

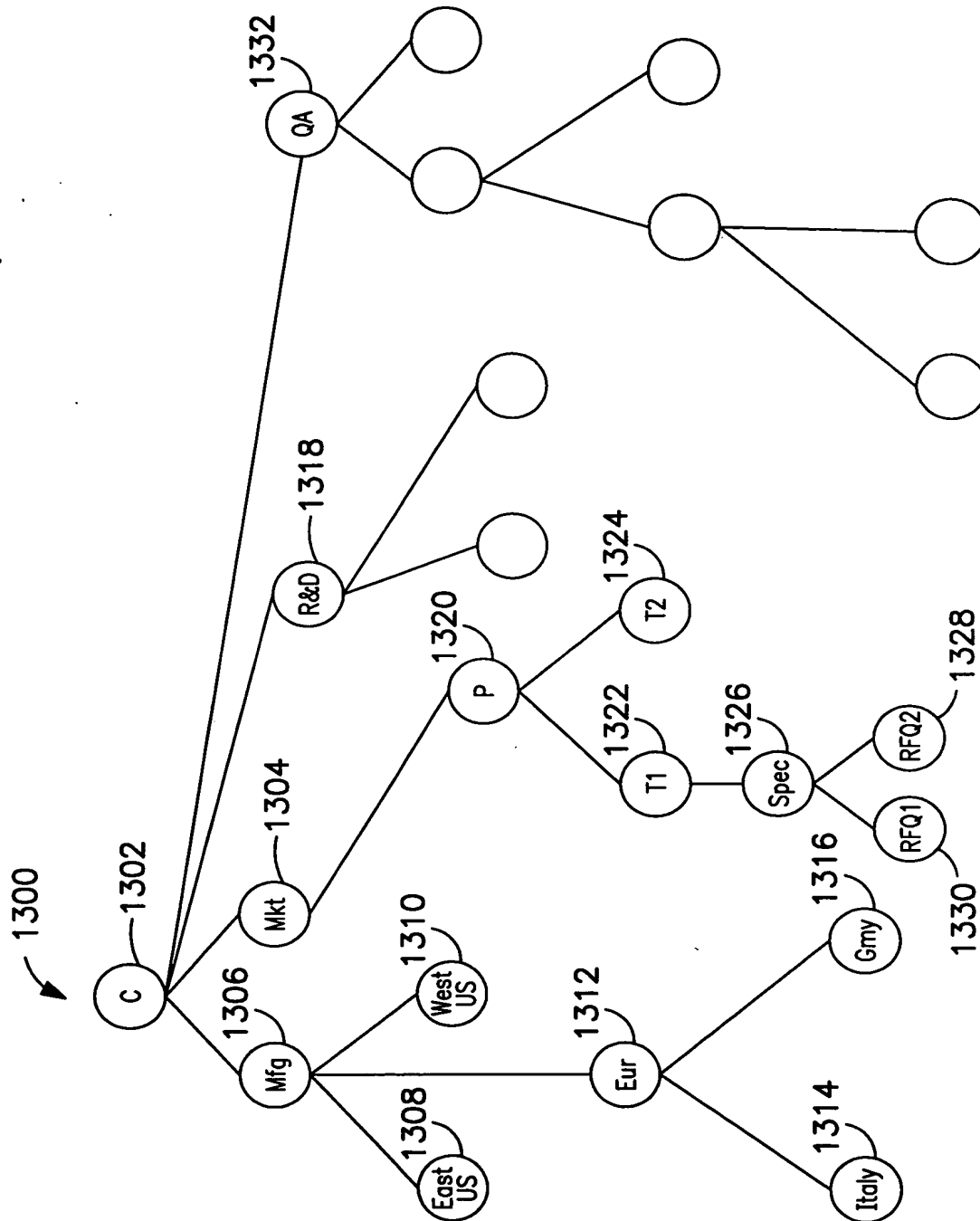


FIG. 13

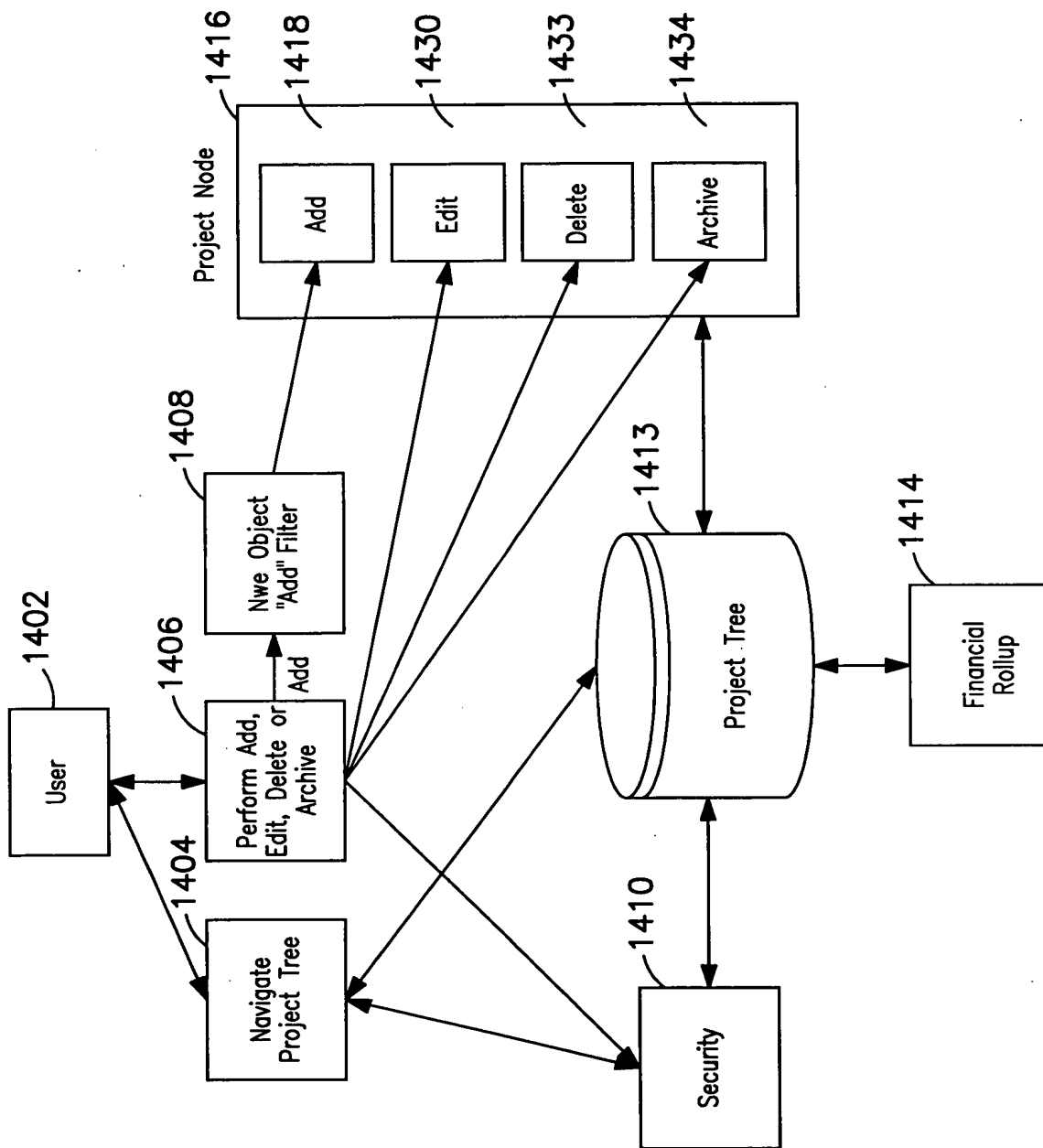
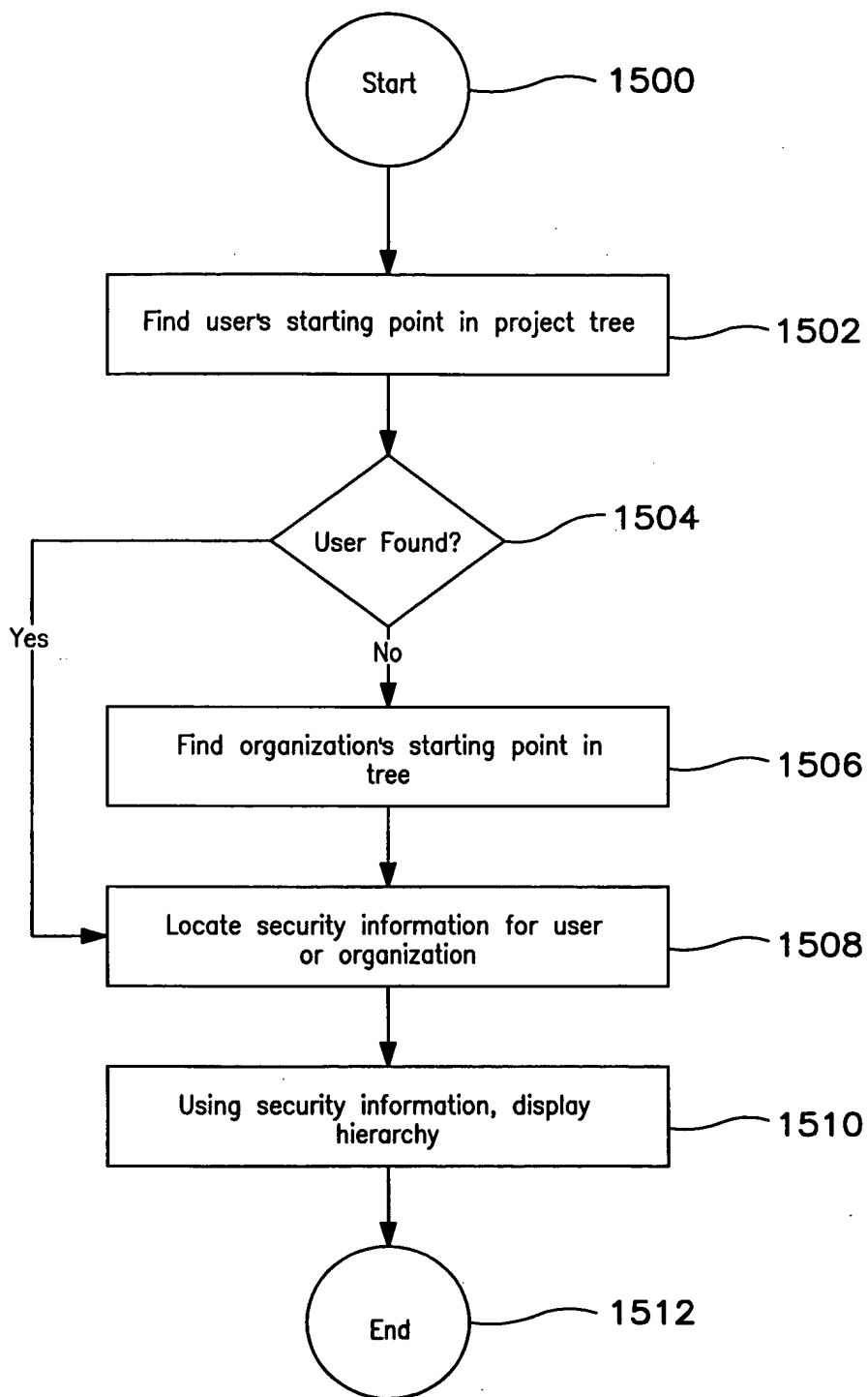


FIG. 14



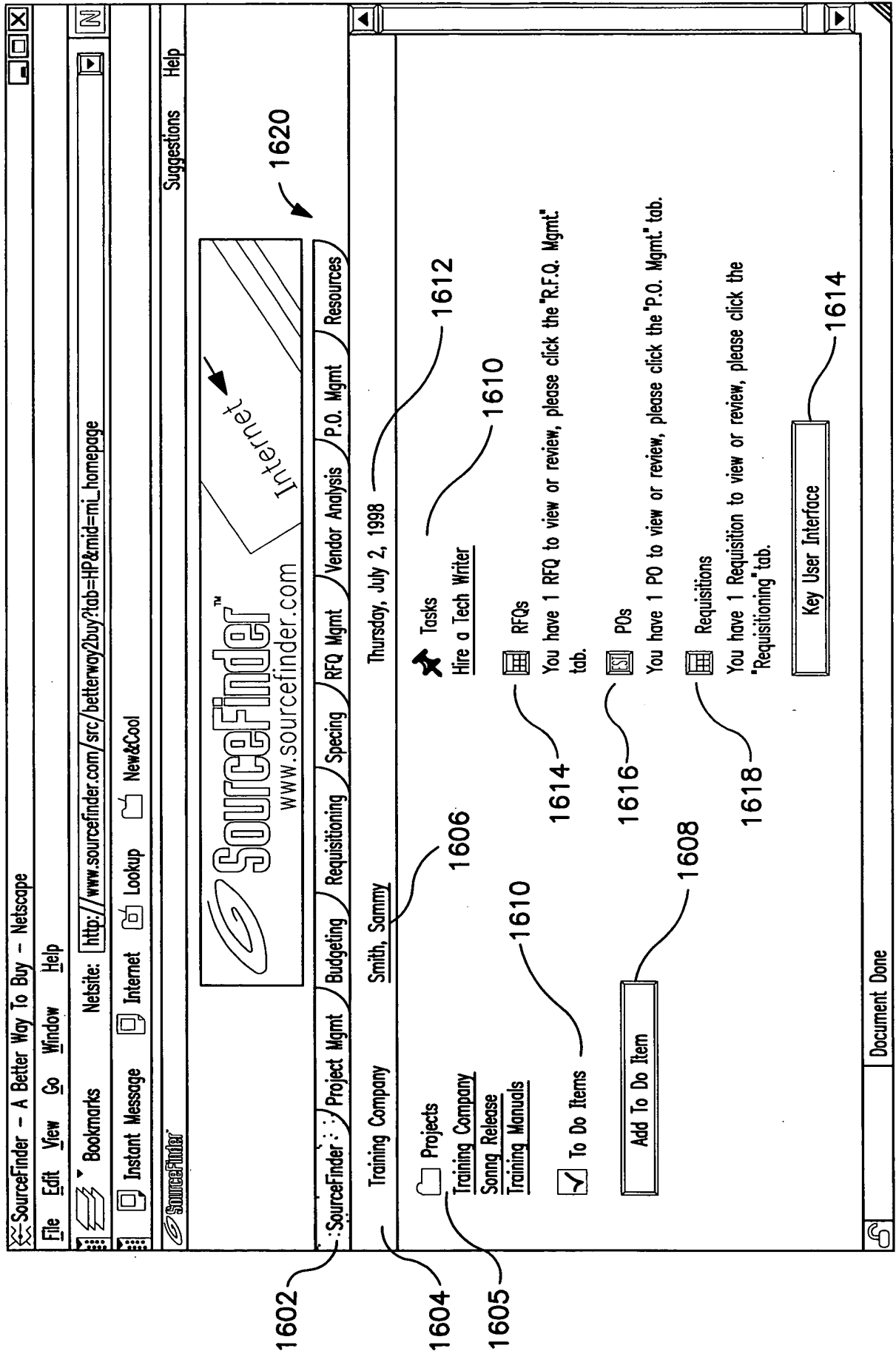


**FIG. 15**

FIG. 16



1601



1602

1604

1605

1606

1610

1614

1616

1608

1618

1612

1610

1614



1701

1702

1704

Source/Find		Project Mgmt		Budgeting		Requisitioning		Specing		RFQ Mgmt		Vendor Analysis		P.O. Mgmt		Resources			
Training Two						Status		Created By		Start		End		Budget		Alloc		Actual	
	Training Two		Open	smith	10/9/98	1/1/99	500,000	* 25,000	19,750										
	Marketing Projects		Open	smith	10/9/98	1/1/99	100,000	50,000	250										
	New Release		Open	smith	10/9/98	1/1/99		50,000 / 49500	250										
	Training Manual		Open	smith	10/9/98	10/12/99		* 25,000 / 5000	19,500										
	Training Manual		Approved	smith															
	Booklet Printing		Open	smith	10/9/98	10/12/98		10000											
	Hire Tech Writer		Open	smith	10/9/98	10/12/98		5,000	4,500										
	Manual Spec		Open	smith	10/9/98	10/12/99		15,000 / 15000	15,000										
	User Manual v.2.0		Awarded	smith	10/12/98	11/15/98													

\* Actual Amount Exceeds Allocated

† Amount Under Budget or Allocated

‡ Amount Over Budget or Allocated

\* Actual Amount Exceeds Allocated  
 † Amount Under Budget or Allocated  
 ‡ Amount Over Budget or Allocated

FIG. 17

SourceFinder
Project Mgmt
Budgeting
Requisitioning
Specing
RFQ Mgmt
Vendor Analysis
P.O. Mgmt
Resources

Training Manual
add
Open
smith
10/9/98
10/12/99
Budget
Alloc
Actual

	add	Status	Created By	Start	End	Budget	Alloc	Actual
Training Manual	add	Open	smith	10/9/98	10/12/99		* 25,000 / 5000 ↑	19,500
Training Manual	add	Approved	smith					
Booklet Printing	add	Open	smith	10/9/98	10/12/99		10,000	4,500
Hire Tech Writer	add	Open	smith	10/9/98	10/12/99		5,000	15,000
Manual Spec	add	Open	smith	10/9/98	10/12/99		15,000 / 15000 ↓	

\* Actual Amount Exceeds Allocated

↓ Amount Under Budget or Allocated

↑ Amount Over Budget or Allocated



FIG. 19

1901

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Project Mgmt

Budgeting

Requisitioning

Specing

RFQ Mgmt

Vendor Analysis

P.O. Mgmt

Resources

Suggestions

Help

Created By:

Load Spec.

Created By:

Sarah Smith @ Training Two 10/12/1998

Read Only - User Manual v2.0

Blackadder Company

Click on a Quantity to Award Bid

1000

2000

3000

Unit Price

Die Costs

Ship Costs

Mail/Postage

Storage Costs

Import Duties

Sales Tax

Total Price

1.2300

NULL

NULL

NULL

NULL

NULL

23.00

1,253.00

1.0100

NULL

NULL

NULL

NULL

NULL

29.00

2,049.00

0.9400

NULL

NULL

NULL

NULL

NULL

35.00

2,855.00

\*Supplier Added Additional Price Break-Outs

Prices Good For: 30 Days

Supplier Comments: Samples will be sent to Buyer as requested

Searching



2001

2002

SourceFinder	Project Mgmt	Budgeting	Requisitioning	Specing	RFQ Mgmt	Vendor Analysis	P.O. Mgmt	Resources		
				Status	Created By	Start	End	Budget	Alloc	Actual
Training Two				Open	smith	10/9/98	1/1/99	500,000	25,000	19,750
Training Two				Open	smith	10/9/98	10/12/99	100,000	50,000	250
Marketing Projects				Open	smith	10/9/98		*25,000 / 5000	5000	19,500
Training Manual										

2004

2006

\* Actual Amount Exceeds Allocated  
 † Amount Under Budget or Allocated  
 ‡ Amount Over Budget or Allocated

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FIG. 20



2101

2102

SourceFinder		Project Mgmt		Budgeting		Requisitioning		Specing		RFQ Mgmt		Vendor Analysis		P.O. Mgmt		Resources	
Training Manual						Status		Created By		Start		End		Budget		Alloc	
<input type="checkbox"/> Training Manual					Open	smith	10/9/98	10/12/99									19,500
<input checked="" type="checkbox"/> Training Manual					Approved	smith	10/9/98	10/12/99									10,000
<input type="checkbox"/> Booklet Printing					Open	smith	10/9/98	10/12/99									4,500
<input type="checkbox"/> Hire Tech Writer					Open	smith	10/9/98	10/12/99									5,000
<input type="checkbox"/> Manual Spec					Open	smith	10/9/98	10/12/99									15,000
																* 25,000 / 5000	19,500

\* Actual Amount Exceeds Allocated  
 ↓ Amount Under Budget or Allocated  
 ↑ Amount Over Budget or Allocated

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FIG. 21

FIG. 22

2201

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Bookmarks Netsite: <http://www.sourcefinder.com/src/betterway2buy5?tab=1&mid=core-pm>

SourceFinder

SourceFinder Project Mgmt Budgeting Requisitioning Specing RFQ Mgmt Vendor Analysis P.O. Mgmt Resources

Training Manual	Status	Created By	Start	End	Budget	Alloc	Actual
Training Manual	Open	smith	10/9/98	10/12/99	25,000	5,000	19,500
Training Manual	Approved	smith	10/9/98	10/12/98	10,000		
Booklet Printing	Open	smith	10/10/98	11/10/98			
Booklet-Software Inter...	Complete	smith	10/9/98	10/15/98			
Booklet-Software Inter...	Sent	smith	10/9/98	10/12/98			
Hire Tech Writer	Open	smith	10/9/98	10/12/98	5,000		4,500
Hire Tech Writer	Open	smith	10/9/98	10/12/98			4,500
Manual Spec	Open	smith	10/9/98	10/12/99	15,000	0	15,000
User Manual v2.0	Awarded	smith	10/12/98	11/15/98			*15,000
User Manual v2.0	Awarded	smith	10/12/98	10/14/98			*15,000
User Manual v2.0	Issued PO	smith	10/12/98	11/15/98			15,000
User Manual v2.0	Open	smith	10/12/98	11/15/98			15,000

<http://www.sourcefinder.com/src/core-pm?lst=6114,6118,6115,6120,5793,5798,5854,5872&subRootPM=61141OrderBy=Bactual>







2301

2304  
2306

2302

View Cost Center Amounts  
 View the Cost Center(s) for Marketing Projects.

Cost Center	Budgeted Amt.	Budgeted %	Allocated Amt.	Allocated %	Actual Amt.
Cost Center A	500000.00	50	250000.00	50	0.00
Cost Center B	500000.00	50	250000.00	50	0.00
Un-Assigned	0.00	0	0.00	0	250.00
Total:	1000000	100	80000	100	250

Numbers in red indicate amounts that are allocated over the budgeted amount

OK Edit Allocations

Document Done

FIG. 23



2401

2402

View Cost Center Amounts  
 View the Cost Center(s) for New Release.

Cost Center	Allocated Amt.	Allocated %	Actual Amt.
Cost Center A	25000.00 / 24750.00 ↓	50	0.00
Cost Center B	25000.00 / 24750.00 ↓	50	0.00
Un-Assigned	0.00	0	250.00
Total:	80000 / 500	100	250

↓ Amount Under Allocated Amount  
 ↑ Amount Over Allocated Amount

OK Edit Allocations

Document Done

FIG. 24



FIG. 25

2501

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Project Mgmt Budgeting Requisitioning Specing RFQ Mgmt Vendor Analysis P.O. Mgmt Resources

Created By: Sarah Smith @ Training Two

RFQ Name: User Manual v.20

Start Bidding: 10/12/1998 End Bidding: 10/14/1998

Request Best and Final Offer: ☒ Enable Bidding: ☒

Load Spec: Read Only - User Manual v2.0

Filed Under: Manual Spec

Click on Icon by supplier's name for bid detail.

Supplier Name	1000	2000	3000
Blackadder Company	1,253.00	2,049.00	2,855.00
The Robins Group	1,022.00	1,975.00	2,799.00

Add to My Page: ☒ Yes ☐ No

\*Supplier Added Additional Price Break-Outs

OK Cancel Permissions

Document Done

2502



2601

RFQ's	Bids	Jobs	Maintenance
-------	------	------	-------------

Fruit Salad Litho, 10/5/98

#### RFQ Detail

Buyer	RFQ	No Bids After	Turnaround	Max Qty
-------	-----	---------------	------------	---------

1665 Training Company	Naming Convention	10/3/98	10/18/98	750
-----------------------	-------------------	---------	----------	-----

Send Samples	Yes	Letterhead	Flat Size	8.5 x 11
--------------	-----	------------	-----------	----------

#### RapidSpec

Page Count	Final Size	8.5 x 11
Quantity 1	Quantity 2	1000
Quantity 3	Artwork/Proofs	Mac Illustrator v7.0-you should have file from previous job. No copy changes.
Paper Stock	aristocrat, white. 60lb text Acid Ink/Print	2/2 color process. PMS 145, heavy coverage: 1 bleed on one side, black light coverage.
Shipping Instructions	Free	10/18/98
Special Instructions	Send UPS overnight to Corporate Office. 11440 W. Bernardo Crt San Diego, CA 92127 Attn: Jim	Have Supplier Call
E-mail	please call for press check, and when job has been shipped. Contact Jim x 23 jim@sourcefinder.com	
	Job Due (mm/dd/yy)	619-876-1050
	Fax # (Required)	

Attachments(add attachment)

Return To Previous Page

FIG. 26



2701

RFQ's Bids Jobs Maintenance Fields, Strawberry Fruit Salad Litho, 10/5/98

Open Bids:

Id	Client	Bid	Last Bid	Turnaround	Amount
1385	<u>The Leland Brothers</u>	<u>RFQ: New Manual (View Spec)</u>	8/20/98	09/12/98	659.30
1399	<u>The Leland Brothers</u>	<u>RFQ: Annual Report (View Spec)</u>	8/26/98	09/10/98	4,589.00
1358	<u>The Leland Brothers</u>	<u>RFQ: 1st Magazine - Self Cover (View Spec)</u>	8/26/98	8-18-98	15,896.00
1463	<u>The Leland Brothers</u>	<u>RFQ: Fallout Test (View Spec)</u>	9/8//98	10/30/98	189.32
1516	<u>The Leland Brothers</u>	<u>RFQ: Friday Magazine (View Spec)</u>	9/11/98	09/30/98	589.56
1463	<u>The Leland Brothers</u>	<u>RFQ: Fallout Test #2 (View Spec)</u>	9/8/98	10/30/98	189.32
1654	<u>Training Company</u>	<u>New Moose Letter (View Spec)</u>	10/1/98	10/16/98	300.00

Click on the 'Client' or 'Bid' to view the detail of each.

FIG. 27



2801

RFQ's      Bids      Jobs      Maintenance      Top, Turnip @ Vegetable Garden, 10/5/98

Open Bids:

Jobs With Job Number      List      12      Go

2802

All jobs with Job Number like '1256'

Id	Client	Job	Job#	Status	Due	Owner
1423	The Leland Brothers	JOB: RFQ: Match Please (View Spec)	1235		09/12/98	HNK
1617	Training Company	RFQ: Reorder-Letterhead (View Spec)	125-98		10/18/98	SS

FIG. 28



Life Cycle Flow Chart  
 Brochure Purchase – New Product Release

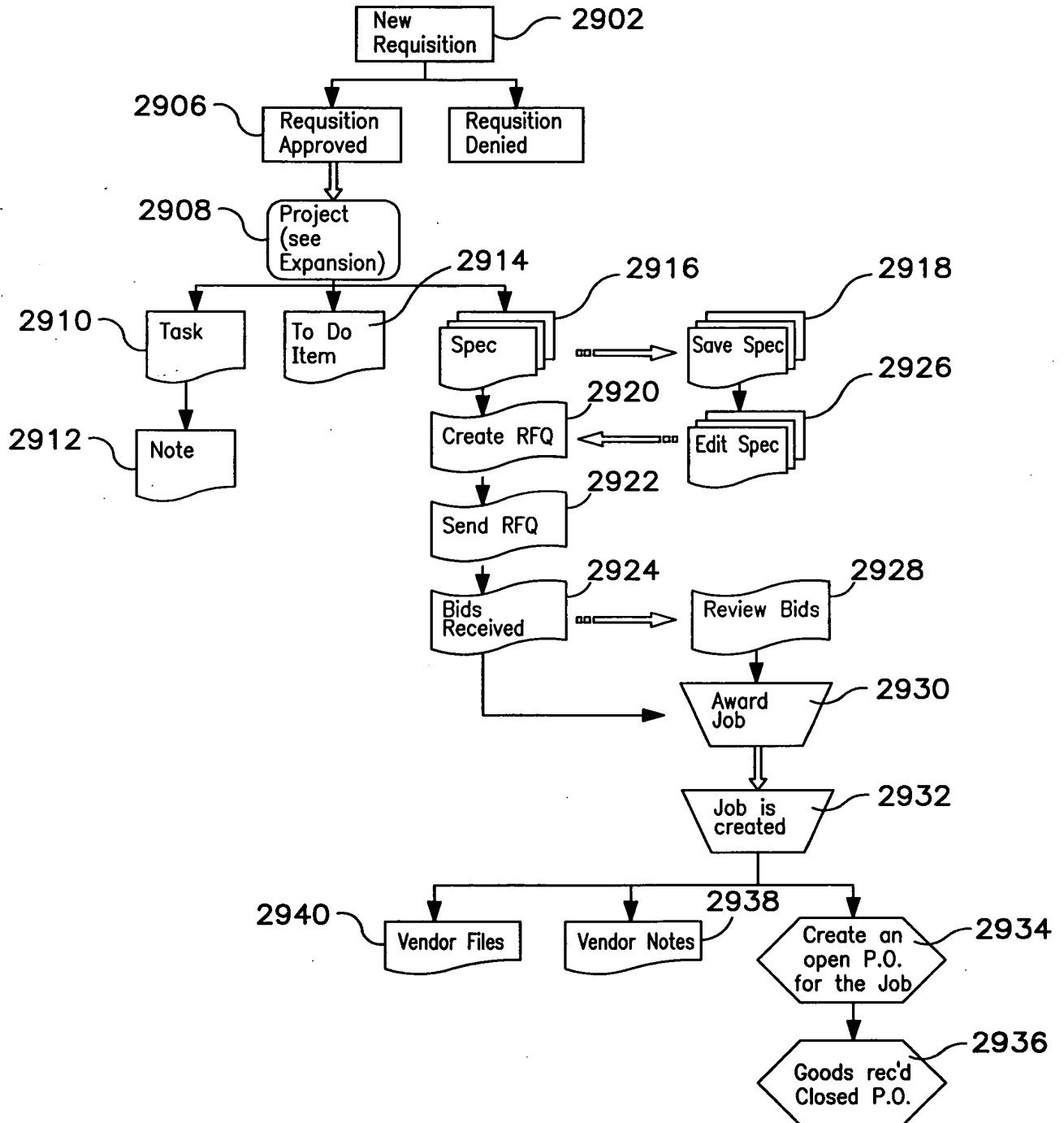


FIG. 29

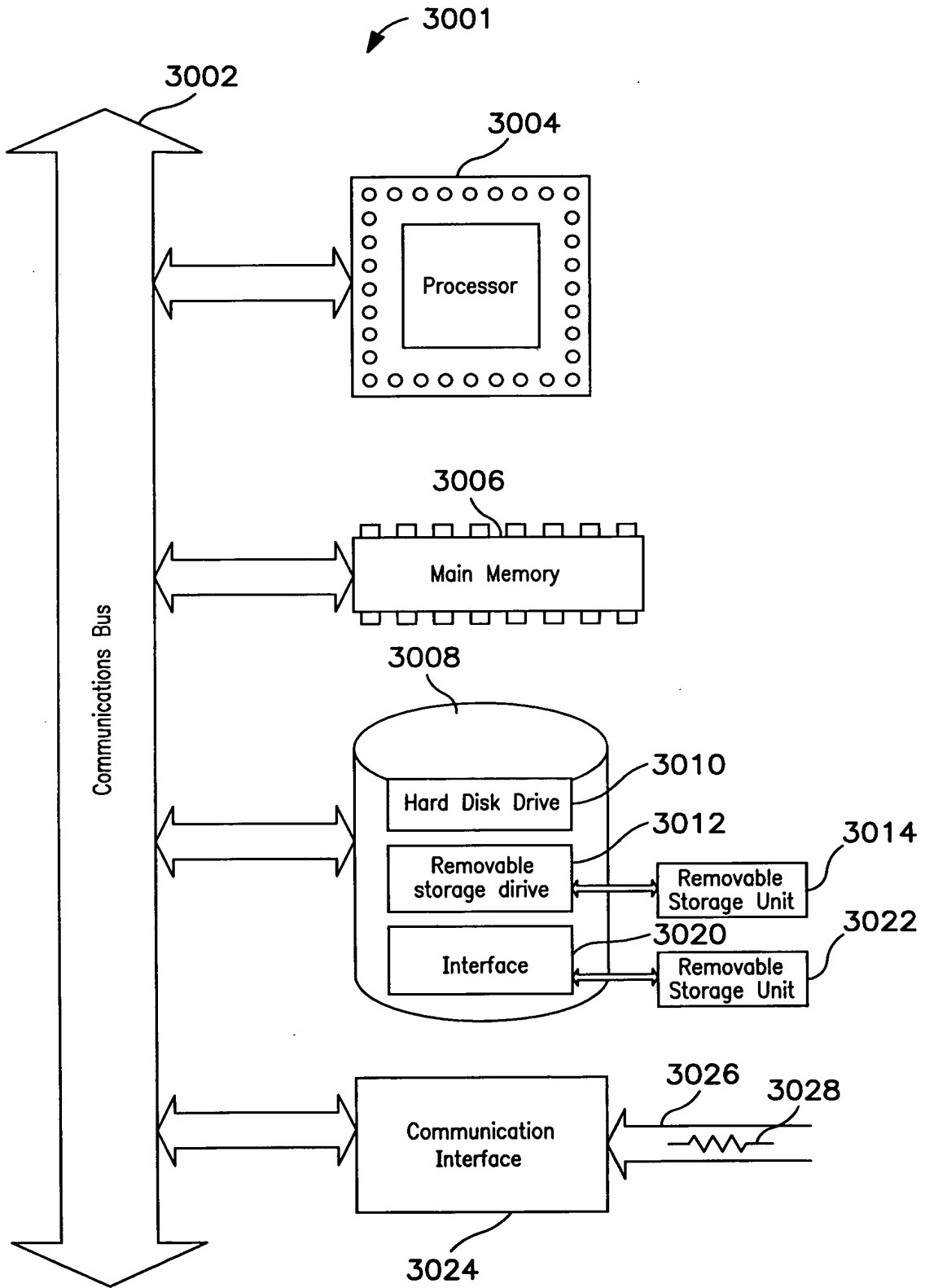


FIG. 30